

COUNTY OF SAN DIEGO  
PLANNING AND DEVELOPMENT SERVICES  
Maximum Allowable Residential Density  
PRO FORMA

REPORT PREPARED BY: \_\_\_\_\_ TITLE: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_ DATE: \_\_\_\_\_

**PROJECT DESCRIPTION:**  
(Must also submit plot plans & elevations)

**I. Project Location**

APNs: \_\_\_\_\_

Address: \_\_\_\_\_

**II. Site Size** \_\_\_\_\_ Acres \_\_\_\_\_ Sf

**III. Product Types**

1. \_\_\_\_\_ # of Units \_\_\_\_\_ Sf/Unit

2. \_\_\_\_\_ # of Units \_\_\_\_\_ Sf/Unit

3. \_\_\_\_\_ # of Units \_\_\_\_\_ Sf/Unit

**Totals / Averages** \_\_\_\_\_ # of Units \_\_\_\_\_ Average sf/Unit

Density \_\_\_\_\_ Units/Acre

**IV. Gross Building Area**

Residential Area \_\_\_\_\_ Sf of floor area \_\_\_\_\_ # of stories

Common Area \_\_\_\_\_ Sf of floor area

**Total GBA** \_\_\_\_\_ Sf of floor area

**V. Parking Spaces by Type**

Surface Spaces \_\_\_\_\_ # of Spaces \_\_\_\_\_ Total sf

Attached Garages \_\_\_\_\_ # of Spaces \_\_\_\_\_ Total sf

**Totals/Averages** \_\_\_\_\_ # of Spaces \_\_\_\_\_ Total sf

\_\_\_\_\_ Spaces/Unit

**VI. Amenities**



**COUNTY OF SAN DIEGO  
PLANNING AND DEVELOPMENT SERVICES  
Maximum Allowable Residential Density  
PRO FORMA**

**ESTIMATED DEVELOPMENT COSTS**

**I. Land Acquisition Costs**

Purchase Price	_____ Sf of Land	\$ _____ /Sf	\$ _____
Closing Costs	_____ % Purchase Price		_____
<b>Total Land Acquisition Costs</b>			<b>\$ _____</b>

**II. Direct Construction Costs**

Off-site Improvements	_____ Allowance		\$ _____
On-site Improvements	\$ _____ /Sf of Land		_____
Parking Costs	\$ _____ /Space		_____
Building Costs	\$ _____ /Sf of GBA		_____
Contractor Fees	_____ % Construction Costs		_____
Contingency Allowance	_____ % Other Direct Costs		_____
<b>Total Direct Construction Costs</b>			<b>\$ _____</b>

**III. Indirect Costs**

Architecture, Engineering & Consulting	_____ % Direct Costs		\$ _____
Permits & Fees	_____ /Sf of GBA	\$ _____ /Sf of Land	_____
Taxes, Legal & Accounting	_____ % Direct Costs		_____
Insurance	_____ # of Units	\$ _____ /Unit	_____
Residential Marketing	_____ # of Units	\$ _____ /Unit	_____
Developer Fee	_____ % Sales Revenues		_____
Contingency Allowance	_____ % Other Indirect Costs		_____
<b>Total Indirect Costs</b>			<b>\$ _____</b>

**IV. Financing Costs**

Interest During Construction	\$ _____ Loan Amt	_____ % Int. Rate	\$ _____
Financing Fees	\$ _____ Loan Amt	_____ Points	_____
Commissions / Closing / Warranties	_____ # of Units	\$ _____ /Unit	_____
<b>Total Financing Costs</b>			<b>\$ _____</b>

**V. Total Development Costs**

	_____ # of Units	\$ _____ /Unit	\$ _____
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**DEVELOPER PROFIT CALCULATION**

**I. Residential Sales Revenues**

**Product Type**

1.	_____ # of Units	\$ _____ /Unit	\$ _____
2.	_____ # of Units	\$ _____ /Unit	_____
3.	_____ # of Units	\$ _____ /Unit	_____
<b>Total Sales Revenues</b>			<b>\$ _____</b>
Average per Unit	_____ # of Units	\$ _____ /Unit	_____

**II. Developer Profit**

Total Sales Revenues		\$ _____	
(Less) Total Development Costs		( _____ )	
<b>Total Profit</b>			<b>\$ _____</b>
<b>Total Profit as a Percent of Total Sales Revenues</b>			<b>_____ %</b>

PLEASE ATTACH A LIST OF ANY ASSUMPTIONS AND SOURCES OF ESTIMATED AMOUNTS.

# DENSITY BONUS PROJECT Without Incentives

REPORT PREPARED BY: \_\_\_\_\_ TITLE: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_ DATE: \_\_\_\_\_

**PROJECT DESCRIPTION:**  
(Must also submit plot plans & elevations)

## I. Project Mix

Base Market Rate Units \_\_\_\_\_ # of Units

Base Reserved Units \_\_\_\_\_ # of Units

Bonus Units \_\_\_\_\_ # of Units

**Total** \_\_\_\_\_ # of Units

## II. Reserved Units

Very Low Income \_\_\_\_\_ # of Units

Low Income \_\_\_\_\_ # of Units

Moderate Income \_\_\_\_\_ # of Units

Senior \_\_\_\_\_ # of Units

**Total** \_\_\_\_\_ # of Units

## III. Product Type

	# of Market Rate Units	# of Reserved Units	Totals	Sf of Product Type
1.				
2.				
3.				
<b>Totals</b>				

Average Unit Size \_\_\_\_\_ Sf

Density \_\_\_\_\_ Units/Acre

## IV. Gross Building Area

Residential Area \_\_\_\_\_ Sf of floor area \_\_\_\_\_ # of stories

Common Area \_\_\_\_\_ Sf of floor area

**Total GBA** \_\_\_\_\_ Sf of floor area

## V. Parking Spaces by Type

Surface Spaces \_\_\_\_\_ # of Spaces \_\_\_\_\_ Total sf

Attached Garages \_\_\_\_\_ # of Spaces \_\_\_\_\_ Total sf

**Totals/Average** \_\_\_\_\_ # of Spaces \_\_\_\_\_ Total sf

\_\_\_\_\_ Spaces/Unit

## VI. Amenities

## DENSITY BONUS PROJECT Without Incentives

### ESTIMATED DEVELOPMENT COSTS

<b>I. Total Land Acquisition Costs</b>				\$ _____
<b>II. Direct Construction Costs</b>				
Off-site Improvements	Allowance			\$ _____
On-site Improvements	\$ _____ /Sf of Land			_____
Parking Costs	\$ _____ /Space			_____
Building Costs	\$ _____ /Sf of GBA			_____
Contractor Fees	_____ % Construction Costs			_____
Contingency Allowance	_____ % Other Direct Costs			_____
<b>Total Direct Construction Costs</b>	_____ /Sf of GBA	\$ _____ /Sf of Land		\$ _____
<b>III. Indirect Costs</b>				
Architecture, Engineering & Consulting	_____ % Direct Costs			\$ _____
Permits & Fees	_____ /Sf of GBA	\$ _____ /Sf of Land		_____
Taxes, Legal & Accounting	_____ % Direct Costs			_____
Insurance	_____ # of Units	\$ _____ /Unit		_____
Residential Marketing	_____ # of Units	\$ _____ /Unit		_____
Developer Fee	_____ % Sales Revenues			_____
Contingency Allowance	_____ % Other Indirect Costs			_____
<b>Total Indirect Costs</b>				\$ _____
<b>IV. Financing Costs</b>				
Interest During Construction	\$ _____ Loan Amt	_____ % Int. Rate		\$ _____
Financing Fees	\$ _____ Loan Amt	_____ Points		_____
Commissions / Closing / Warranties	_____ # of Units	\$ _____ /Unit		_____
<b>Total Financing Costs</b>				\$ _____
<b>V. Total Development Costs</b>	_____ # of Units	\$ _____ /Unit		\$ _____

### DEVELOPER PROFIT CALCULATION

<b>I. Residential Sales Revenues</b>				
<u>Market Rate Units by Product Type</u>				
1.	_____ # of Units	\$ _____ /Unit		\$ _____
2.	_____ # of Units	\$ _____ /Unit		_____
3.	_____ # of Units	\$ _____ /Unit		_____
<u>Reserved Units by Product Type</u>				
1.	_____ # of Units	\$ _____ /Unit		\$ _____
2.	_____ # of Units	\$ _____ /Unit		_____
3.	_____ # of Units	\$ _____ /Unit		_____
<b>Total Sales Revenues</b>	_____ # of Units			\$ _____
Average per Unit		\$ _____ /Unit		
<b>II. Developer Profit</b>				
Total Sales Revenues				\$ _____
(Less) Total Development Costs				( _____ )
<b>Total Profit</b>				\$ _____
<b>Total Profit as a Percent of Total Sales Revenues</b>				_____ %

PLEASE ATTACH A LIST OF ANY ASSUMPTIONS AND SOURCES OF ESTIMATED AMOUNTS.

COST JUSTIFICATION FOR EACH INCENTIVE REQUESTED  
WORKSHEET PAGE 1

PROJECT DESCRIPTION

Using Only First Incentive

Using Only Second Incentive

Using Only Third Incentive

I. Description of requested incentive and why it is needed:

1.

2.

3.

II. Explain how this incentive results in identifiable, financially sufficient and actual cost reductions that contribute significantly to the economic feasibility of the reserved units:

1.

2.

3.

III. <u>Product Type</u>	Market Rate Units	Reserved Units	Totals	Sf of Product Type
1.				
2.				
3.				
Totals				

Average Unit Size \_\_\_\_\_ Sf

Density \_\_\_\_\_ Units/Acre

IV. Gross Building Area

Residential Area \_\_\_\_\_ Sf \_\_\_\_\_ # of Stories

Common Area \_\_\_\_\_ Sf

Total GBA \_\_\_\_\_ Sf

V. Parking Spaces by Type

Surface Spaces \_\_\_\_\_ Spaces \_\_\_\_\_ Total sf

Attached Garages \_\_\_\_\_ Spaces \_\_\_\_\_ Total sf

Total \_\_\_\_\_ Spaces \_\_\_\_\_ Total sf

\_\_\_\_\_ Spaces/Unit

VI. Amenities

<u>Product Type</u>	Market Rate Units	Reserved Units	Totals	Sf of Product Type
1.				
2.				
3.				
Totals				

Average Unit Size \_\_\_\_\_ Sf

Density \_\_\_\_\_ Units/Acre

Gross Building Area

Residential Area \_\_\_\_\_ Sf \_\_\_\_\_ # of Stories

Common Area \_\_\_\_\_ Sf

Total GBA \_\_\_\_\_ Sf

Parking Spaces by Type

Surface Spaces \_\_\_\_\_ Spaces \_\_\_\_\_ Total sf

Attached Garages \_\_\_\_\_ Spaces \_\_\_\_\_ Total sf

Total \_\_\_\_\_ Spaces \_\_\_\_\_ Total sf

\_\_\_\_\_ Spaces/Unit

Amenities

<u>Product Type</u>	Market Rate Units	Reserved Units	Totals	Sf of Product Type
1.				
2.				
3.				
Totals				

Average Unit Size \_\_\_\_\_ Sf

Density \_\_\_\_\_ Units/Acre

Gross Building Area

Residential Area \_\_\_\_\_ Sf \_\_\_\_\_ # of Stories

Common Area \_\_\_\_\_ Sf

Total GBA \_\_\_\_\_ Sf

Parking Spaces by Type

Surface Spaces \_\_\_\_\_ Spaces \_\_\_\_\_ Total sf

Attached Garages \_\_\_\_\_ Spaces \_\_\_\_\_ Total sf

Total \_\_\_\_\_ Spaces \_\_\_\_\_ Total sf

\_\_\_\_\_ Spaces/Unit

Amenities

**COST JUSTIFICATION FOR EACH INCENTIVE REQUESTED  
WORKSHEET PAGE 2**

**ESTIMATED DEVELOPMENT COSTS**

**Using Only First Incentive**

**I. Total Land Acquisition Costs** \$

**II. Direct Construction Costs**

Off-site Imp Allowance \$

On-site Imp /Sf Land

Parking Costs /Spaces

Building Costs /Sf GBA

Contractor Fees % Construction Costs

Conting'y Allow % Other Direct Costs

Sf GBA \$ /Sf of Land

**Total Direct Construction Costs** \$

**III. Indirect Costs**

Arch, Eng & Cons % Direct Costs \$

Permits & Fees /Sf GBA \$ /Sf

Tax, Legal & Acc't % Direct Costs

Insurance Units \$ /Unit

Marketing Units \$ /Unit

Developer Fee % Sales Revenues

Conting'y Allow % Other Indirect Costs

**Total Indirect Costs** \$

**IV. Financing Costs**

Interest \$ Loan Amt % Int Rate \$

Financing Fees \$ Loan Amt Points

Comm, etc. Units \$ /Unit

**Total Financing Costs** \$

**V. Total Development Costs** Units \$ /Unit \$

**Using Only Second Incentive**

**Total Land Acquisition Costs** \$

**Direct Construction Costs**

Off-site Imp Allowance \$

On-site Imp /Sf Land

Parking Costs /Spaces

Building Costs /Sf GBA

Contractor Fees % Construction Costs

Conting'y Allow % Other Direct Costs

Sf GBA \$ /Sf of Land

**Total Direct Construction Costs** \$

**Indirect Costs**

Arch, Eng & Cons % Direct Costs \$

Permits & Fees /Sf GBA \$ /Sf

Tax, Legal & Acc't % Direct Costs

Insurance Units \$ /Unit

Marketing Units \$ /Unit

Developer Fee % Sales Revenues

Conting'y Allow % Other Indirect Costs

**Total Indirect Costs** \$

**Financing Costs**

Interest \$ Loan Amt % Int Rate \$

Financing Fees \$ Loan Amt Points

Comm, etc. Units \$ /Unit

**Total Financing Costs** \$

**Total Development Costs** Units \$ /Unit \$

**Using Only Third Incentive**

**Total Land Acquisition Costs** \$

**Direct Construction Costs**

Off-site Imp Allowance \$

On-site Imp /Sf Land

Parking Costs /Spaces

Building Costs /Sf GBA

Contractor Fees % Construction Costs

Conting'y Allow % Other Direct Costs

Sf GBA \$ /Sf of Land

**Total Direct Construction Costs** \$

**Indirect Costs**

Arch, Eng & Cons % Direct Costs \$

Permits & Fees /Sf GBA \$ /Sf

Tax, Legal & Acc't % Direct Costs

Insurance Units \$ /Unit

Marketing Units \$ /Unit

Developer Fee % Sales Revenues

Conting'y Allow % Other Indirect Costs

**Total Indirect Costs** \$

**Financing Costs**

Interest \$ Loan Amt % Int Rate \$

Financing Fees \$ Loan Amt Points

Comm, etc. Units \$ /Unit

**Total Financing Costs** \$

**Total Development Costs** Units \$ /Unit \$

**COST JUSTIFICATION FOR EACH INCENTIVE REQUESTED**  
**WORKSHEET PAGE 3**

## DEVELOPER PROFIT CALCULATION

### Using Only First Incentive

### **I. Residential Sales Revenues**

### Market Rate Units by Product Type

1.	<u>          </u> Units	\$ <u>          </u> /Unit	\$ <u>          </u>
2.	<u>          </u> Units	\$ <u>          </u> /Unit	<u>          </u>
3.	<u>          </u> Units	\$ <u>          </u> /Unit	<u>          </u>

### Reserved Units by Product Type

1.	<u>          </u> Units	\$ <u>          </u> /Unit	\$ <u>          </u>
2.	<u>          </u> Units	\$ <u>          </u> /Unit	<u>          </u>
3.	<u>          </u> Units	\$ <u>          </u> /Unit	<u>          </u>

**Total Sales**  
**Revenues**      \_\_\_\_\_ Units

Average per Unit      \$ \_\_\_\_\_ /Unit

## II. Developer Profit

Total Sales Revenues	\$
(Less) Total Development Costs	( )

Total Profit

### Total Profit as a Percent of Total Sales Revenues

### Using Only Second Incentive

### Residential Sales Revenues

### Market Rate Units by Product Type

1.	_____ Units	\$ _____/Unit	\$ _____
2.	_____ Units	\$ _____/Unit	_____
3.	_____ Units	\$ _____/Unit	_____

### Reserved Units by Product Type

1.	_____ Units	\$ _____/Unit	\$ _____
2.	_____ Units	\$ _____/Unit	_____
3.	_____ Units	\$ _____/Unit	_____

**Total Sales**  
**Revenues**                      \_\_\_\_\_ Units  
    Average per Unit                      \$ \_\_\_\_\_ /Unit

### Developer Profit

Total Sales Revenues	\$
(Less) Total Development Costs	(

**Total Profit**

### Total Profit as a Percent of Total Sales Revenues

### Using Only Third Incentive

### Residential Sales Revenues

### Market Rate Units by Product Type

1.	_____ Units	\$ _____ /Unit	\$ _____
2.	_____ Units	\$ _____ /Unit	_____
3.	_____ Units	\$ _____ /Unit	_____

### Reserved Units by Product Type

1.	_____ Units	\$ _____ /Unit	\$ _____
2.	_____ Units	\$ _____ /Unit	_____
3.	_____ Units	\$ _____ /Unit	_____

**Total Sales**  
**Revenues** \_\_\_\_\_ Units \$ \_\_\_\_\_  
 Average per Unit \$ \_\_\_\_\_/Unit

### Developer Profit

Total Sales Revenues	\$
(Less) Total Development Costs	( )

<b>Total Profit</b>	<b>\$</b>
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Total Profit as a Percent of Total Sales Revenues	%
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**PLEASE LIST ANY ASSUMPTIONS OR SOURCES OF ESTIMATED AMOUNTS:**

REPORT PREPARED BY: \_\_\_\_\_

**TITLE:** \_\_\_\_\_

**SIGNATURE:**\_\_\_\_\_

DATE: \_\_\_\_\_

# DENSITY BONUS PROPOSED PROJECT

## With All Requested Incentives (See attached Worksheets)

REPORT PREPARED BY: \_\_\_\_\_

TITLE: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

DATE: \_\_\_\_\_

**PROJECT DESCRIPTION:**

(Must also submit plot plans & elevations)

**I. Project Mix**

Base Market Rate Units \_\_\_\_\_ # of Units

Base Reserved Units \_\_\_\_\_ # of Units

Bonus Units \_\_\_\_\_ # of Units

**Total** \_\_\_\_\_ # of Units

**II. Reserved Units**

Very Low Income \_\_\_\_\_ # of Units

Low Income \_\_\_\_\_ # of Units

Moderate Income \_\_\_\_\_ # of Units

Senior \_\_\_\_\_ # of Units

**Total** \_\_\_\_\_ # of Units

**IV. Product Type**

	# of Market Rate Units	# of Reserved Units	Totals	Sf of Product Type
1.				
2.				
3.				
<b>Totals</b>				

Average Unit Size \_\_\_\_\_ Sf

Density \_\_\_\_\_ Units/Acre

**V. Gross Building Area**

Residential Area \_\_\_\_\_ Sf of floor area \_\_\_\_\_ # of stories

Common Area \_\_\_\_\_ Sf of floor area

**Total GBA** \_\_\_\_\_ Sf of floor area

**VI. Parking Spaces by Type**

Surface Spaces \_\_\_\_\_ # of Spaces \_\_\_\_\_ Total sf

Attached Garages \_\_\_\_\_ # of Spaces \_\_\_\_\_ Total sf

**Totals/Average** \_\_\_\_\_ # of Spaces \_\_\_\_\_ Total sf

\_\_\_\_\_ Spaces/Unit

**VII. Amenities**



# DENSITY BONUS PROPOSED PROJECT

## With All Requested Incentives (See attached Worksheets)

### ESTIMATED DEVELOPMENT COSTS

<b>I. Total Land Acquisition Costs</b>				\$ _____
<b>II. Direct Construction Costs</b>				
Off-site Improvements	Allowance			\$ _____
On-site Improvements	\$ _____ /Sf of Land			_____
Parking Costs	\$ _____ /Space			_____
Building Costs	\$ _____ /Sf of GBA			_____
Contractor Fees	% Construction Costs			_____
Contingency Allowance	% Other Direct Costs			_____
<b>Total Direct Construction Costs</b>	_____ /Sf of GBA	\$ _____ /Sf of Land		\$ _____
<b>III. Indirect Costs</b>				
Architecture, Engineering & Consulting	% Direct Costs			\$ _____
Permits & Fees	_____ /Sf of GBA	\$ _____ /Sf of Land		_____
Taxes, Legal & Accounting	% Direct Costs			_____
Insurance	_____ # of Units	\$ _____ /Unit		_____
Residential Marketing	_____ # of Units	\$ _____ /Unit		_____
Developer Fee	% Sales Revenues			_____
Contingency Allowance	% Other Indirect Costs			_____
<b>Total Indirect Costs</b>				\$ _____
<b>IV. Financing Costs</b>				
Interest During Construction	\$ _____ Loan Amt	% Int. Rate	\$ _____	
Financing Fees	\$ _____ Loan Amt	_____ Points		_____
Commissions / Closing / Warranties	_____ # of Units	\$ _____ /Unit		_____
<b>Total Financing Costs</b>				\$ _____
<b>V. Total Development Costs</b>	_____ # of Units	\$ _____ /Unit		\$ _____

### DEVELOPER PROFIT CALCULATION

<b>I. Residential Sales Revenues</b>				
<u>Market Rate Units by Product Type</u>				
1.	_____ # of Units	\$ _____ /Unit		\$ _____
2.	_____ # of Units	\$ _____ /Unit		_____
3.	_____ # of Units	\$ _____ /Unit		_____
<u>Reserved Units by Product Type</u>				
1.	_____ # of Units	\$ _____ /Unit		\$ _____
2.	_____ # of Units	\$ _____ /Unit		_____
3.	_____ # of Units	\$ _____ /Unit		_____
<b>Total Sales Revenues</b>	_____ # of Units			\$ _____
Average per Unit		\$ _____ /Unit		
<b>II. Developer Profit</b>				
Total Sales Revenues			\$ _____	
(Less) Total Development Costs			( _____ )	
<b>Total Profit</b>				\$ _____
<b>Total Profit as a Percent of Total Sales Revenues</b>				_____ %

PLEASE ATTACH A LIST OF ANY ASSUMPTIONS AND SOURCES OF ESTIMATED AMOUNTS.